

Message Text

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ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 /018 W
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R 060553Z JUN 75
FM AMEMBASSY DAMASCUS
TO USDOC WASHDC
INFO SECSTATE WASHDC 3640
AMEMBASSY BEIRUT

UNCLAS DAMASCUS 2112

USDOC FOR JULIAN HAMMOND SAD/OIM/BIC

USDOC FOR PETER HALE CAGNE/OIM/BIC

BEIRUT FOR RTDO

E.O. 11652: N/A

TAGS: BEXP, SY

SUBJ: DAMASCUS INTERNATIONAL FAIR

1. AS USDOC AWARE FROM OUR VARIOUS MESSAGES, EMBASSY HAS RECEIVED SOME REPLIES FROM U.S. FIRMS TO WHICH AMBASSADOR SENT PERSONAL INVITATIONS TO CHIEF EXECUTIVES FOR THEIR COMPANIES TO PARTICIPATE IN DAMASCUS INTERNATIONAL FAIR. WE HAVE FOLLOWED UP RESPONSES FROM JOHN DEERE CO. AND CLARK EQUIPMENT WITH CABLES TO EUROPEAN REPS OF THESE COMPANIES (INFO. USDOC).

2. REPLIES CAME IN FROM BOEING AND ALCOA AND WE ASKED USDOC TO FOLLOW UP WITH THESE COMPANIES (DAMASCUS 1986); WOULD APPRECIATE STATUS REPORT ON THESE TWO, PARTICULARLY BOEING AS COMPANY'S MAIN BEIRUT REP. CURRENTLY ATTENDING PARIS AIR SHOW AND IT THEREFORE DIFFICULT FOR US TO FOLLOW UP AFTER ENCOURAGING HAMMOND TELCON REPORT TO WRIGHT MAY 30.

3. B.F. GOODRICH: M.D. MCCLUSKY, PRES., REPLIED ON BEHALF CHAIRMAN O.P. THOMAS, THAT "MANY PRIORITIES AND EXPANDED BUSINESS ACTIVITIES ABROAD BY B.F. GOODRICH REGRETABLELY PRECLUDE OUR PARTICIPATION." COMMENT: WE BELIEVE THIS UNFORTUNATE
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DECISION ON PART OF COMPANY GIVEN RAPIDLY GROWING VEHICLE

POPULATION IN SYRIA, WHICH AFTER MANY YEARS IS NOW BUYING LARGE LOTS OF ALL TYPES OF VEHICLES AND WHEELED TRACTORS, AND TIRES FOR SAME (DAMASCUS TRADE OP. CABLES 2487, 10/29/74 FOR THREE-QUARTERS MILLION TIRES, AND 1259 FOR 20,000 TRACTOR TIRES). HOPE GOODRICH AWARE OF THESE OPPORTUNITIES.

4. CHUCK HEDLUND REPLIED ON BEHALF OF EXXON'S JAMEISON AND DECLINED. COMMENT: AND JAMEISON PERSONALLY PROMISED PRESIDENT ASAD LAST JANUARY THAT EXXON REPS WOULD SOON BE OUT TO SYRIA; AND THEY HAVEN'T COME YET.

5. BELL AND HOWELL: NO DIRECT REPLY FROM CHAIRMAN DONALD FREY, BUT AS WE HAVE REPORTED, AND RTDO/BEIBUT CONFIRMS, THIS FIRM HAS AGREED TO PARTICIPATE.

6. FMC: WE SURPRISED AND REGRET NO REPLY YET FROM CHAIRMAN ROBERT H. MALOTT. STRONGLY URGE USDOC OFFICIAL CLOSE TO BOB MCCLELLAND CALL HIM AND URGE FMC PARTICIPATION; ECONOMIC DEVELOPMENT ACTIVITIES IN SYRIA MATCH EXACTLY FMC'S PRODUCT LINES, AND MUCH OF FMC EQUIPMENT COULD FALL WITHIN SYRIAN ORDERS TO BE FINANCED WITH UP TO \$30 MILLION NEW U.S.A.I.D. COMMODITY IMPORT FINANCING, PROCUREMENT FOR WHICH SHOULD BEGIN SOON. FMC PARTICIPATION HERE IN JULY/AUGUST WOULD TIE IN BEAUTIFULLY WITH SUCH USG-SUPPORTED FINANCING.

7. APPRECIATE USDOC ALLING AND FOLLOWING UP ON COMPANIES BELOW, AS NO REPLIES YET RECEIVED TO AMBASSADOR'S CABLE:

- A. FORREST N. SHUMWAY, SIGNAL COMPANIES (DAMASCUS 1870);
- B. CHARLES A. SHIRK, AUSTIN CO. (DAMASCUS 1869);
- C. CHARLES J. PILLIOD, JR., GOODYEAR (DAMASCUS 1868) AND ABOVE COMMERCIAL INFO. IN PARA. 3;
- D. ANDREW MCNALLY IV, RAND MCNALLY AND CO. (DAMASCUS 1866);
- E. JAMES F. BERE, BORG-WARNER (DAMASCUS 1860).

8. AS WE CONTINUE TO FOLLOW UP WITH COMPANIES REPRESENTED IN BEIRUT AS BEST WE CAN DURING THESE TIMES, WOULD APPRECIATE FURTHER USDOC ASSISTANCE IN CALLING HEADQUARTERS OF FOLLOWING FIRMS:

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A. OIL FIELD EQUIPMENT, SUPPLIES AND SERVICES WHICH KEY SYRIAN INTEREST GIVEN LARGE GOVERNMENT EXPENDITURES IN THIS SECTOR NOW AND IN FUTURE AND SIGNATURE WITH FIRST AMERICAN EXPLORATION FIRM; E.G., BAROID DIV., N.L. INDUSTRIES, INC., HOUSTON, SANTA FE DRILLING CO., ORANGE, CALIF.; SCHLUMBERGER LTD., NEW YORK; RAY GEOPHYSICAL DIV. OF MANDREL INDUSTRIES, INC., HOUSTON; CHRISTENSEN DIAMOND PRODUCTS CO., SALT LAKE CITY; RIDGE TOOL CO., ELYRIA, OHIO; INGERSOLL-RAND

INTERNATIONAL, NEW YORK; INTERNATIONAL MARINE SERVICES, INC., GRETN, NEW ORLEANS.

B. IRRIGATION EQUIPMENT: GEORGE B. LEMMON, C-P, TRIMATIC, INC., HAVERFORD, PENNA., TEL. 215/642-7561, TO FOLLOW UP ON DAMASCUS 1931 SENT TO HIM; RAINBOW MANUFACTURING CO. (IRRIGATION SPRINKLERS), 565 DOUGLAS STREET, COOKEVILLE, TENN. 38501, JOE GIBSON, V-P INTERNATIONAL EXPECTED VISIT SYRIA 6/4, BUT CALL TO HIS HEADQUARTERS COULD HELP; SIMILAR CALL TO ANOTHER SPRINKLER IRRIGATION FIRM, RAINBIRD, GLENDORA, CALIF., WOULD BE HELPFUL AND USEFUL.

C. HOTEL EQUIPMENT AND CONSTRUCTION: REQUEST RTDO/BEIRUT URGE M.H. FAWZI, H.B. ZACHRY CO. MIDDLE EAST REP., CONTACT DR. A.F. EL ADLY, COMMERCIAL, INDUSTRIAL, AND TECHNICAL ASSOCIATION, P.O. BOX 3220, DAMASCUS, TEL. 330.098, 338.062, TELEX 11268 KOEICO, CABLE TRADLY, WHO WELL-KNOWN SYRIAN BUSINESSMAN DESIRING HOTEL CONSTRUCTION, SECTOR WHICH FALLS EXACTLY WITHIN INTERESTS FAWZI NOTED TO ECONOFF WRIGHT IN BEIRUT.

D. SYRIAN GOVERNMENT KEENLY INTERESTED IN IRRIGATION EQUIPMENT, AS INDICATED IN COMPANIES NOTED PARA. 8B, ABOVE. ADDITIONAL KEEN INTEREST IN FIRMS THAT CAN TAKE ON COMPLETE IRRIGATION PROJECTS (LAND RECLAMATION, CANALS, COMMODITIES CHOICE FOR PLANTING, PROCESSING, ETC.). FOR OUR FAIR ACTIVITIES AND ALSO FUTURE REFERENCE, CAN USDOC SUPPLY US WITH NAMES OF U.S. DESIGN/ENGINEERING/CONSTRUCTION FIRMS ACTIVE IN THIS AREA?
PELLETREAU

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